



ASIAN DEVELOPMENT BANK BUSINESS OPPORTUNITIES FAIR 2025 16-18 SEPTEMBER 2025 | ADB HEADQUARTERS, MANILA QUALITY · INNOVATION · IMPACT



DAY 3 - 18 SEPTEMBER 2025, THURSDAY | Post-BOF Sessions: Procurement Trainings/Workshops

TIME

AUDITORIUM HALL 1

AUDITORIUM HALL 2

AUDITORIUM HALL 3

AUDITORIUM HALL 4

BRIEFING THEATER 2

9:00 - 10:30 A.M.



MAKING YOUR BEST [STRONGEST] PROPOSAL

Understanding Bidding Documents to Prepare Competitive Bids

Keiko Koiso, Principal Procurement Specialist, PPFD

MAKING YOUR BEST [STRONGEST] PROPOSAL

Understanding Bidding Documents to Prepare Competitive Bids

Hiet Tran, Senior Procurement Specialist, PPFD



INSIDE THE RFP:
A Consultant's Guide to ADB

Procurement Process
1ST BATCH

Steven Gillard, Head of Consulting Services Unit, PPFD

Eduard Chil-Akopyan, Procurement Specialist, PPFD



ADB'S NEW SAFEGUARDS POLICY:

Environmental and Social Framework (ESF) (c/o Office of Safeguards) 1ST BATCH

Darshani de Silva, Principal Safeguards Specialist (Environment), Office of Safeguards Felix Oku, Principal Safeguards Specialist,

INSIDE THE RFP:

A Consultant's Guide to ADB Procurement Process

Julian Doczi, Procurement Specialist, PPFD

Eduard Chil-Akopyan, Procurement Specialist, PPFD

10:30 - 11:00 A.M.



COFFEE BREAK

11:00 – 12:00 P.M.



EVALUATING FOR EXCELLENCE

Merit Point Criteria

Prasath Sanjeewa, Procurement Specialist, PPFD



EVALUATING FOR EXCELLENCE

Merit Point Criteria

Dharmesh Dawda, Senior Procurement Specialist, PPFD



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ADB'S NEW SAFEGUARDS POLICY:

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Office of Safeguards

Beatrice Yulo Gomez, Director, Office of Safeguards

Felix Oku, Principal Safeguards Specialist, Office of Safeguards Darshani de Silva, Principal Safeguards Specialist (Environment), Office of Safeguards



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12:00 - 1:30 P.M.

1:30 - 3:00 P.M.





LUNCH BREAK



DISPUTE AVOIDANCE AND RESOLUTION:

Leveraging Dispute Avoidance and Resolution for Enhanced Project Quality and Delivery

Sina Velioglu, Senior Procurement Specialist, PPFD

Thierry Linares, Senior Managing Director, FTI Consulting



INSIDE THE RFP:
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2ND BATCH

Steven Gillard, Head of Consulting Services Unit, PPFD

Eduard Chil-Akopyan, Procurement Specialist, PPFD



ADB'S NEW SAFEGUARDS POLICY:

Environmental and Social Framework (ESF) (c/o Office of Safeguards) 2ND BATCH

Takako Morita, Principal Safeguards Specialist, Office of Safeguards (tbc)

Darshani de Silva, Principal Safeguards Specialist (Environment), Office of Safeguards

Felix Oku, Principal Safeguards Specialist, Office of Safeguards

3:00 - 3:30 P.M.

3:30 - 4:30 P.M.



COFFEE BREAK





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Steven Gillard, Head of Consulting Services Unit, PPFD

Eduard Chil-Akopyan, Procurement Specialist, PPFD



ADB'S NEW

Environmental and Social Framework (ESF) (c/o Office of Safeguards) 2ND BATCH

SAFEGUARDS POLICY:

Beatrice Yulo Gomez, Director, Office of Safeguards

Darshani de Silva, Principal Safeguards Specialist (Environment), Office of Safeguards

Felix Oku, Principal Safeguards Specialist, Office of Safeguards

Takako Morita, Principal Safeguards Specialist, Office of Safeguards

